

International Trade Administration

The International Trade Administration (ITA) strives to create economic opportunity for U.S. workers and firms by promoting international trade, opening foreign markets, ensuring compliance with trade laws and agreements, and supporting U.S. commercial interests at home and abroad. ITA's objectives are accomplished through the following five program areas:

Trade Development (TD) is the home of the Advocacy Center and the Department's advocacy program on behalf of U.S. industry in the global competition for overseas contracts. Through such programs as the Trade Information Center (1-800-USA TRADE), TD uses its unique industry sector expertise to counsel American businesses and promote trade. TD is responsible for negotiating and enforcing industry sector trade agreements such as those on autos, textiles and aircraft.

Market Access and Compliance (MAC) identifies market access barriers and the means to overcome them, assists in the formulation of U.S. bilateral and multilateral trade policies to achieve greater market access, and provides counseling and assistance to U.S. businesses seeking access to markets in specific countries or regions. Through the Trade Compliance Center (TCC), ITA systematically monitors, investigates, and evaluates foreign compliance with multilateral, bilateral, and other international trade agreements.

Import Administration (IA) defends American firms from injurious practices by administering the U.S. antidumping and countervailing duty laws in a manner consistent with U.S. international obligations.

The United States and Foreign Commercial Service (US&FCS) provides export counseling and export promotion services to U.S. businesses through a network of offices in 47 States, Puerto Rico and 80 foreign countries. The US&FCS develops and distributes information products and conducts trade shows and trade fairs overseas.

Administration and Executive Direction provides policy leadership and administrative services for ITA's four other subdivisions, including office automation and information technology support systems, human resources services, financial management, and general administrative assistance.

For FY 2004, ITA's budget includes an increase request for information technology (IT) security improvements needed to meet Federal IT security mandates, such as the Government Information Security Reform Act (GISRA).

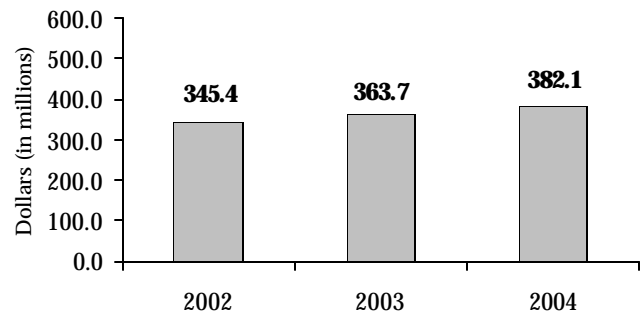
ITA undertook a fee study in FY 2002/2003. Recommended actions include exploring a private-sector financial advisors model for export services.

Recognizing that legislative approval is necessary, funding for the Office of Space Commercialization has been taken out of the Technology Administration budget and will be provided through the International Trade Administration.

ITA Performance Measures

For FY 2004, ITA is continuing to refine the series of performance measures implemented in FY 2002. These measures can be used to better assess the impact of its program activities. This list of measures concentrates on ITA's priority programs and activities while focusing on outcomes and results. In addition, the list of measures can be expected to evolve over time, as ITA, its programs, the Department of Commerce, and the Federal Government as a whole continue to refine and

ITA Funding



enhance their capacity to develop performance measures, to improve data sources, and fully implement the President's Management Agenda. Most measures cut across ITA organizational lines, and thus the list contains mostly functional (rather than organizational) activities. A more detailed presentation of goals, objectives, and performance measures is found in the Department's FY 2004 Annual Performance Plan and ITA's budget justification.

Funding Requirements by Performance Goal

(Obligations in millions)

	<u>2002</u>	<u>2003</u>	<u>2004</u>
Increase Trade Opportunities for U.S. Firms	\$81.5	\$87.6	\$86.8
Broaden and Deepen U.S. Exporter Base	75.3	76.0	75.9
Ensure Fair Competition in International Trade	92.8	107.6	102.3
Advance the United States International Commercial and Strategic Interest	28.4	24.6	23.9
Improve Customer and Stakeholder Satisfaction	65.5	79.7	83.4
Improve the U.S. Competitive Advantage Through Global E-Commerce	33.1	46.2	45.8
Total	376.6	421.7	418.1

Summary of Appropriations

(Dollars in thousands)

Funding Levels

Appropriation	<u>2002</u>	<u>2003</u> <u>Estimate</u>	<u>2004</u> <u>Estimate</u>	<u>Increase</u> <u>(Decrease)</u>
Operations and Administration	\$345,369	\$363,678	\$382,123	\$18,445
Transfer from USAID	10,020			
TOTAL BUDGET AUTHORITY	355,389	363,678	382,123	18,445

FTE

Operations and Administration	2,230	2,517	2,550	33
Reimbursable	25	49	49	0
Total	2,255	2,566	2,599	33

Highlights of Budget Changes

Appropriation: Operations and Administration

Summary of Requirements

	<u>Detailed</u>		<u>Summary</u>	
	<u>FTE</u>	<u>Amount</u>	<u>FTE</u>	<u>Amount</u>
2003 Estimate			2,517	\$363,678
Adjustments to Base				
Adjustments				
Transfer of CFO Contract Audit			0	179
Other Changes				
2003 Pay raise	0	\$992		
2004 Pay raise	0	2,243		
Payment to Working Capital Fund	0	153		
Full year cost in FY 2004 of positions financed for part year in FY 2003	30	2,481		
Within-grade step increases	0	1,542		
Change in compensable day	0	659		
Civil Service Retirement System(CSRS)	0	(334)		
Federal Employees' Retirement System(FERS)	0	511		
Thrift Savings Plan	0	81		
Federal Insurance Contributions Act (FICA) -OASDI	0	168		
Health insurance	0	972		
Employees' Compensation Fund	0	201		
Travel:				
Mileage	0	19		
Passenger Civil Aviation Security Service Fee	0	28		
Rent payments to GSA	0	533		
Postage	0	62		
Printing and reproduction	0	40		
Other services:				
NARA	0	3		
Working Capital Fund	0	1,249		
Overseas wage increases	0	820		
Overseas price increases	0	193		
General Pricing Level Adjustment:				
Transportation of things	0	29		
Rent payments to others	0	96		
Communications, Utilities & misc.	0	5		
Other services	0	585		
Supplies	0	41		
Equipment	0	62		
International Cooperative Administrative Support Services	0	3,398		
Tourism Industries Data Collection	0	30		
Subtotal, other cost changes			30	16,862
Less Amount Absorbed				(2,341)
TOTAL, ADJUSTMENTS TO BASE			30	14,700
2004 Base			2,547	378,378
Program Changes			3	3,745
2004 NET APPROPRIATION			2,550	382,123

Comparison by Activity

	2003 Estimate		2004 Base		2004 Estimate		Increase / Decrease	
	FTE	Amount	FTE	Amount	FTE	Amount	FTE	Amount
DIRECT OBLIGATIONS								
Trade Development	403	\$56,049	403	\$57,209	403	\$57,209	0	\$0
Market Access and Compliance	280	49,656	290	37,250	290	37,250	0	0
Import Administration	396	51,279	406	53,437	406	53,437	0	0
U.S. & Foreign Commercial Service	1,276	203,279	1,286	204,518	1,286	204,518	0	0
Administration	162	25,433	162	25,964	165	29,709	3	3,745
TOTAL DIRECT OBLIGATIONS	2,517	385,696	2,547	378,378	2,550	382,123	3	3,745
REIMBURSABLE OBLIGATIONS	49	36,000	49	36,000	49	36,000	0	0
TOTAL OBLIGATIONS	2,566	421,696	2,596	414,378	2,599	418,123	3	3,745
FINANCING								
Unobligated balance, start of year		(22,018)						
Offsetting collections from:								
Federal funds		(4,650)				(4,650)		
Non-Federal sources		(31,350)				(31,350)		
Subtotal, financing	0	(58,018)			0	(36,000)		
TOTAL BUDGET AUTHORITY /	2,566	363,678			2,599	382,123		
APPROPRIATION								

Highlights of Program Changes

	Base		Increase / Decrease	
	FTE	Amount	FTE	Amount
<u>Executive Direction/Administration</u>	162	\$25,964	3	+\$3,745

An increase (3 FTE/+\$3,745) is requested to ensure all ITA Information Technology assets are protected from both internal and external threats inherent in a globally interconnected environment. The security improvements to be accomplished with these funds will provide proper safeguards.

In FY 2003, ITA proposed increasing fee collections by \$10 million. Of these funds, Trade Development requested an increase (+\$5,500) for updating and improving existing domestic trade data gathering processes and its analysis on a statewide basis. U.S. & Foreign Commercial Service requested an increase (+\$1,650) for increasing trade promotion and support in the Caribbean Basin region, while Market Access and Compliance requested an increase (+\$850) to analyze regional trade prospects and growth opportunities. Trade Development requested an increase (+\$2,000) to promote exports of technologies that generate a clean environment and increase energy efficiency. ITA proposes to continue these fee-funded programs in FY 2004 to the extent of actual collections.